

**SUMMARY STATEMENT OF ACTUAL AND BUDGETED  
MEANS OF FINANCING FOR YEARS SHOWN**

Means of Financing	7/1/07-6/30/08 Prior Year Actual	7/1/08-6/30/09 Current Year Actual*	7/01/09-6/30/10 Projected Year Budgeted	Total Projected Year Over or Under Current Year
STATE GENERAL FUND (Direct)				
STATE GENERAL FUND BY:				
Interagency Transfers				
Fees & Self-Generated Revenues				
1) Licenses & AU Transaction Fees	1,435,308.33	1,435,308.33	1,435,308.33	0.00
2) Examinations	0.00	0.00	0.00	0.00
3) Enforcement Actions	24,678.35	50,000.00	50,000.00	0.00
4) Sale of Goods and Services	0.00	0.00	0.00	0.00
5) Other - NSF Fees	575.00	575.00	575.00	0.00
6) Interest on CD	40,408.76	13,953.00	13,953.00	0.00
7) Interest on Oper. Acct.	11,968.60	11,968.60	11,968.60	0.00
8) Copies, Labels, Lists	2,947.25	2,947.25	2,947.25	0.00
9) Miscellaneous	1,985.86	1,985.86	1,985.86	0.00
Statutory Dedications:				
Other Means of Financing (cash in CD)				
Interim Emergency Board				
Federal Funds				
<b>TOTAL MEANS OF FINANCING</b>	<b>1,517,872.15</b>	<b>1,516,738.04</b>	<b>1,516,738.04</b>	<b>0.00</b>

NOTE: Indicate your board/commission's fiscal year here: 7/1 - 6/30 (Calendar year or other fiscal year)

\* Current year should reflect most recent estimate of annual revenues/expenditures for the fiscal year in which you are presently operating.

## SUMMARY STATEMENT OF ACTUAL AND BUDGETED EXPENDITURES FOR YEARS SHOWN

Category of Expenditure	7/1/07-6/30/08 Prior Year Actual	7/1/08-6/30/09 Current Year Actual*	7/1/09-6/30/10 Projected Year Budgeted	Total Projected Year Over or Under Current Year
<b>Salaries:</b>				
Regular	926,462.43	859,457.03	824,765.72	-34,691.31
Other Compensation	12,104.00	11,052.25	9,825.00	-1,227.25
Related Benefits	327,761.63	293,242.72	293,490.85	248.13
<b>TOTAL SALARIES</b>	<b>1,266,328.06</b>	<b>1,163,752.00</b>	<b>1,128,081.57</b>	<b>-35,670.43</b>
<b>Operating Expenses:</b>				
Travel	32,245.44	18,500.00	18,500.00	0.00
Operating Services	167,324.03	149,709.00	149,709.00	0.00
Supplies	48,082.68	46,000.00	46,000.00	0.00
<b>TOTAL OPERATING EXPENSES</b>	<b>247,652.15</b>	<b>214,209.00</b>	<b>214,209.00</b>	<b>0.00</b>
<b>Professional Services:</b>				
Accounting	5,825.00	5,825.00	5,825.00	0.00
Management Consulting	0.00	0.00	0.00	0.00
Legal	137,546.00	97,233.33	97,233.33	0.00
Other	18,379.75	18,379.75	18,379.75	0.00
Professional Travel	0.00	0.00	0.00	0.00
<b>TOTAL PROFESSIONAL SERVICES</b>	<b>161,750.75</b>	<b>121,438.08</b>	<b>121,438.08</b>	<b>0.00</b>
<b>Other Charges:</b>				
Other Charges	20,835.05	15,500.00	15,500.00	0.00
Debt Service	0.00	0.00	0.00	0.00
<b>TOTAL OTHER CHARGES</b>	<b>20,835.05</b>	<b>15,500.00</b>	<b>15,500.00</b>	<b>0.00</b>
<b>Acquisitions and Major Repairs:</b>				
Acquisitions	0.00	0.00	34,000.00	34,000.00
Major Repairs	36,920.00	0.00	0.00	0.00
<b>TOTAL ACQUISITIONS &amp; MAJOR REPAIRS</b>	<b>36,920.00</b>	<b>0.00</b>	<b>34,000.00</b>	<b>34,000.00</b>
<b>Interagency Transfer</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>TOTAL EXPENDITURES AND TRANSFERS</b>	<b>1,733,486.01</b>	<b>1,514,899.08</b>	<b>1,513,228.65</b>	<b>-1,670.43</b>
<b>Number of Authorized Positions:</b>				
Classified	21	21	19	-2
Unclassified	3	3	1	-2
<b>TOTAL AUTHORIZED POSITIONS</b>	<b>24</b>	<b>24</b>	<b>20</b>	<b>-4</b>

\* Current year should reflect most recent estimate of annual revenues/expenditures for the fiscal year in which you are presently operating.

## SUMMARY OF FUND BALANCE

	<u>7/1/07-6/30/08</u> Prior Year Actual	<u>7/1/08-6/30/09</u> Current Year Actual*	<u>7/1/09-6/30/10</u> Projected Year Budgeted
Beginning Fund Balance	1,291,171.96	947,022.57	948,861.53
Total Means of Financing	1,517,872.15	1,516,738.04	1,516,738.04
Total Expenditures and Transfers	1,733,486.01	1,514,899.08	1,513,228.65
Other Adjustments (Specify)	-128,535.53		
Ending Fund Balance	947,022.57	948,861.53	952,370.92
Reservations of Fund Balance (Specify)			
Unreserved Fund Balance			

NOTES/EXPLANATIONS:

\* Current year should reflect most recent estimate of annual revenues/expenditures for the fiscal year in which you are presently operating.

## ANTICIPATED DEVELOPMENTS:

To better assist the used motor vehicle dealers in the state and the consumers.

## MAJOR OBJECTIVES/ASSUMPTIONS:

This agency is striving to improve the used automobile industry and eliminate those dealers who set out to take advantage of consumers and financially hurt the reliable used car dealers.

PERFORMANCE INDICATORS	6/30/2006	6/30/2007	6/30/2008	6/30/2009		6/30/2010
	Actual	Actual	Actual	Planned	Estimated	Planned
<b><u>Licensing</u></b>						
Licenses, Certificates, etc. issued and renewed	15316	12973	12805	13000	13000	13000
Employees directly involved in license issue	6	6	6	5	5	5
Total Employees	24	24	23	21	21	21
<b><u>Examining</u></b>						
Examinations Taken	N/A					
(N/A if the board does not administer examinations)						
# Employees directly involved in Examining Process						
# of Times Exams Given Per Year						
<b><u>Enforcement</u></b>						
Actions Pending Beginning of Year	1	6	6	103	103	128
Actions Opened	745	776	864	800	800	800
Actions Closed/Concluded	740	776	761	775	775	775
End of Year Actions Pending	6	6	103	128	128	153
Dispositions of Enforcement Actions						
In favor of Licensee	N/A					
Against Licensee	N/A					
Other	8	15	9	22	22	15
Total Dispositions	8	15	9	22	22	15
# Employees involved in Enforcement Proceedings	12	12	12	12	12	11

NOTE: USE CONTINUATION SHEETS AS NECESSARY

## MEANS OF FINANCING DETAIL OF SELF-GENERATED REVENUE

Detail of Self-Generated Revenue Give Legal Citation Authorizing the Collection of these Amounts	Number of Transactions	Prior Year Actual Collections	7/1/08-6/30/09 Current Year Budgeted**	7/1/09-6/30/10 Projected Year Budgeted	Total Projected Year Over or Under Current Year
<u>License Fees</u>		1,435,308.33	1,435,308.33	1,435,308.33	0.00
<u>Examination Fees</u> *(Including amounts paid to third parties by the board.)		0.00	0.00	0.00	0.00
<u>Enforcement Actions (Fines)</u> *(Including amounts collected on behalf of third parties by the board.)		24,678.35	50,000.00	50,000.00	0.00
<u>Sale of Goods and Services</u>		0.00	0.00	0.00	0.00
<u>Other</u>		57,885.47	31,429.71	31,429.71	0.00

\* Third party refers to individuals outside the agency who administer exams on behalf of board or bring charges against a licensee.

\* Current year should reflect most recent estimate of annual revenues/expenditures for the fiscal year in which you are presently operating.

## SALARIES

Description	<u>7/1/07-6/30/08</u> Prior Year Actual	<u>7/1/08-6/30/09</u> Current Year Actual*	<u>7/1/09-6/30/10</u> Projected Year Budgeted	Total Projected Year Over or Under Current Year
Salaries-Regular (& Term.)	912,507.65	854,457.03	819,765.72	-34,691.31
Salaries-Overtime	13,954.78	5,000.00	5,000.00	0.00
Wages	0.00	0.00	0.00	0.00
Other Compensation (Students)	2,429.00	1,377.25	0.00	-1,377.25
Compensation of Board Members	9,675.00	9,675.00	9,825.00	150.00
Sub-Total Salaries & Other Compensation	938,566.43	870,509.28	834,590.72	-35,918.56
Retirement Contributions-State Employees	160,254.28	136,647.91	132,335.69	-4,312.22
Retirement Contributions-Other (Specify)	0.00	0.00	0.00	0.00
F.I.C.A. Tax & Medicare Tax	16,385.13	13,885.54	13,443.56	-441.98
Unemployment Benefits	0.00	0.00	0.00	0.00
Group Insurance Contributions-State Employees	151,122.22	142,709.28	147,711.60	5,002.32
Group Insurance Contributions (Specify)	0.00	0.00	0.00	0.00
Other Related Benefits (Specify)	0.00	0.00	0.00	0.00
Sub-Total Related Benefits	327,761.63	293,242.73	293,490.85	248.12
Total Salaries	1,266,328.06	1,163,752.01	1,128,081.57	-35,670.44

Current year should reflect most recent estimate of annual revenues/expenditures for the fiscal year in which you are presently operating.

## REQUEST FOR SALARY AND MERIT INCREASES OF INCUMBENTS

Name of Incumbent	C or U	Class or Title of Position	Budgeted Current Year Salary*	Projected Year					
				2009-2010 Current Salary*	Percent Increase in Pay Period Salary**	Related Benefits			
						Retirement State Employees	FICA Tax	Group*** Insurance	Medicare
John M. Torrance	U	Executive Director		85,000.00		15,725.00		7,905.12	1,232.50
Vacant	U	Assistant Director							0.00
Vacant	C	Exec. Staff Officer				0.00		0.00	0.00
Lynette J. Binning	C	Accountant 3		64,933.26		0.00		5,696.40	941.53
Heather Ellis	C	Acct. Tech.		37,343.36		6,908.52		5,180.64	541.48
Dusty Evans	C	Adm. Coord. 3		29,535.96		5,464.15		5,180.64	428.27
Kim Baron	C	Adm. Supv.		36,278.40		6,435.36		4,819.20	526.04
Courtney Chaney	C	Adm. Coord. 4		34,268.20		6,339.62		0.00	496.89
Vivian Williams	C	Adm. Coord. 3		31,771.48		5,877.72		0.00	460.69
Amanda Simpson	C	Adm. Coord. 3		29,746.04		5,503.02		4,519.20	431.32
Vacant	C	Adm. Coord. 3		0.00		0.00		0.00	0.00
Tonya Burks	C	Adm. Coord. 3		28,671.96		5,304.31		4,519.20	415.74
Vacant	C	Adm. Coord. 3		0.00		0.00		0.00	0.00
Larry Hulin	C	Compliance Insp.3		52,760.40		9,760.67		8,534.40	0.00
Vacant	C	Compliance Insp.3		0.00		0.00		0.00	0.00
Donnie Freeman	C	Compliance Insp.1		36,245.94		6,447.58		4,519.20	525.57
Alex Bertrand	C	Compliance Insp.1		41,484.31		7,674.60		5,007.12	601.52
June Powell	C	Compliance Insp.2		46,357.32		8,576.10		4,819.20	672.18
Gary Davis	C	Compliance Insp.1		37,565.73		6,949.66		4,519.20	544.70
Sharon Freeman	C	Compliance Insp.1		35,586.10		6,583.43		5,210.64	516.00
Robert Helmka	C	Compliance Insp.1		42,780.32		7,914.36		8,234.40	620.31
Johnny Horton	C	Compliance Insp.1		36,617.58		0.00	2,147.18	150.00	530.95
Montie Wisenor	C	Compliance Insp.1		35,593.00		6,584.71		0.00	516.10
Ronnie Wisenor	C	Compliance Insp.1		36,737.64		6,796.46		8,534.40	532.70
Ray Monk	C	Compliance Insp.1		40,488.72		7,490.41		8,598.48	587.09
Surviving Spouse & Retirees								51,764.16	
Student	U						0.00		0.00
Overtime									72.50
Commissioner taxes							78.37		23.93
			0.00	819,765.72		132,335.69	2,225.55	147,711.60	11,218.01

\* Reflects amount budgeted for individuals salary during year

\*\* The column reflects the percentage increase in pay period salary after all salary adjustments in the requested year are made, compared to the current year salary

\*\*\* Indicate those employees participating in State Group Benefits, HMOs, etc.

## COMPENSATION OF BOARD OR COMMISSION MEMBERS

Name of Member	Statutory Authority For Payment	Authorized Per Diem Rate Per Meeting	What Other Expenses Are Paid With The Exception Of Travel? (Itemize Type and Amount.)	7/1/07-6/30/08	7/1/08-6/30/09		7/1/09-6/30/10	
				Prior Year Amount	Attended	Budgeted Amount	Projected Year Attended	Amount
Mike Roberts	R.S. 32:772C	75.00	None	0.00	0	0.00	0	0.00
Henry Smith	"	75.00		900.00	12	900.00	12	900.00
Chester Richard	"	75.00		0.00	0	0.00	0	0.00
Julia Frederick	"	75.00		675.00	0	0.00	0	0.00
Anron Gable	"	75.00		375.00	0	0.00	0	0.00
Scott Graham	"	75.00		150.00	0	0.00	0	0.00
Darryl Guitrau	"	75.00		0.00	0	0.00	0	0.00
V. Joan Hudson	"	75.00		900.00	12	900.00	12	900.00
Steve Olave	"	75.00		600.00	0	0.00	0	0.00
Richard Prestridge	"	75.00		600.00	0	0.00	0	0.00
Glen Robinson	"	75.00		375.00	0	0.00	0	0.00
Johnny Brakefield	"	75.00		750.00	0	0.00	0	0.00
Phillip Courville	"	75.00		600.00	0	0.00	0	0.00
W. Paul Rossi	"	75.00		600.00	0	0.00	0	0.00
Janai Sharkey	"	75.00		525.00	0	0.00	0	0.00
Byron Wright	"	75.00		750.00	0	0.00	0	0.00
Jeff Hilliard	"	75.00		225.00	12	900.00	12	900.00
Ron Duplessis	"	75.00		0.00	0	0.00	0	0.00
Gayle Materne	"	75.00		150.00	12	900.00	12	900.00
George Floyd	"	75.00		225.00	12	900.00	12	825.00
Curtis Stewart	"	75.00		225.00	12	900.00	12	825.00
Phil Snyder	"	75.00		225.00	12	900.00	12	900.00
Kevin Calnes	"	75.00		225.00	12	900.00	12	825.00
Steve Berry	"	75.00		150.00	12	900.00	12	900.00
Eugene Smith	"	75.00		225.00	11	825.00	11	825.00
E. Thiac	"	75.00		150.00	5	375.00	0	0.00
C. F. Garon	"	75.00		75.00	5	375.00	0	0.00
John Poteet	"	75.00					5	375.00
Anthony Stroup	"	75.00					5	375.00
Joey LaMartina	"	75.00					5	375.00
Number of Board Members <u>14</u>								
<b>TOTAL COMPENSATION</b>				<b>9,675.00</b>	<b>129</b>	<b>9,675.00</b>	<b>134</b>	<b>9,825.00</b>



## SCHEDULE OF TRAVEL EXPENSE (22)

Description	<u>7/1/07-6/30/08</u> Prior Year Actual	<u>7/1/08-6/30/09</u> Current Year Actual*	<u>7/1/09-6/30/10</u> Projected Year Budgeted	Total Projected Year Over or Under Current Year
<b>In-State:</b>				
Administrative	12,056.05	6,000.00	6,000.00	0.00
Conferences & Conventions	0.00	0.00	0.00	0.00
Field Travel	3,594.99	3,000.00	3,000.00	0.00
Board Members	9,668.16	9,500.00	9,500.00	0.00
Sub-Total In-State	25,319.20	18,500.00	18,500.00	0.00
<b>Out-of-State:</b>				
Administrative	0.00	0.00	0.00	0.00
Conferences & Conventions	6,926.24	0.00	0.00	0.00
Field Travel	0.00	0.00	0.00	0.00
Board Members	0.00	0.00	0.00	0.00
Sub-Total Out-of-State	6,926.24	0.00	0.00	0.00
Total Travel	32,245.44	18,500.00	18,500.00	0.00
Total Mileage Reimbursement				

NOTE: Attach explanation for any line item change of more than 10%.

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## SCHEDULE OF OPERATING EXPENSES

Description	7/1/07-6/30/08 Prior Year Actual	7/1/08-6/30/09 Current Year Actual*	7/1/09-6/30/10 Projected Year Budgeted	Total Projected Year Over or Under Current Year
Advertising	0.00	0.00	0.00	0.00
Printing	8,520.71	3,000.00	3,000.00	0.00
Insurance	37,641.00	39,949.00	39,949.00	0.00
Automotive Repairs	15,964.41	15,900.00	15,900.00	0.00
Other Maintenance	24,738.01	21,000.00	21,000.00	0.00
Rentals	8,346.95	5,960.00	5,960.00	0.00
Dues & Subscriptions	6,526.80	1,300.00	1,300.00	0.00
Postage	17,716.60	17,700.00	17,700.00	0.00
Telephone	28,036.10	25,000.00	25,000.00	0.00
Utilities	9,710.80	10,500.00	10,500.00	0.00
Other	10,122.65	9,400.00	9,400.00	0.00
<b>Total Operating Services</b>	<b>167,324.03</b>	<b>149,709.00</b>	<b>149,709.00</b>	<b>0.00</b>
<b>Office Supplies</b>	<b>19,322.28</b>	<b>18,000.00</b>	<b>18,000.00</b>	<b>0.00</b>
<b>Operating Supplies:</b>				
Medical				
Food				
Automotive	28,760.40	28,000.00	28,000.00	0.00
Other Operating Supplies				
<b>Repair &amp; Maintenance Supplies:</b>				
Automotive				
Other				
<b>Total Supplies</b>	<b>48,082.68</b>	<b>46,000.00</b>	<b>46,000.00</b>	<b>0.00</b>

NOTE: Attach explanation for any line item change of more than 10%.

Current year should reflect most recent estimate of annual revenues/expenditures for the fiscal year in which you are presently operating.

1) Insurance premiums are assessed by Office of Risk Management.

## DETAIL OF PROFESSIONAL SERVICE CONTRACTS

CONTRACTOR/PURPOSE OF CONTRACT	<u>7/1/07-6/30/08</u> Prior Year Actual	<u>7/1/08-6/30/09</u> Current Year Actual	<u>7/1/09-6/30/10</u> Projected Year Budgeted	Total Projected Year Over or Under Current Year
Legislative Auditor	5,825.00	5,825.00	5,825.00	0.00
Robert W. Hallack, Attorney	39,896.00	47,369.79	47,369.79	0.00
Terry M. Irby, Attorney	70,656.25	2,493.75	2,493.75	0.00
Dina Bankston, Court Reporter	11,401.00	11,401.00	11,401.00	0.00
Keith Horton, Computer Programmer	5,816.25	5,816.25	5,816.25	0.00
Herschel Adcock, Attorney	10,412.50	0.00	0.00	0.00
Terri Lynn Braud, Security Guard	862.50	862.50	862.50	0.00
Jeffrey Wilson, Security Guard	300.00	0.00	0.00	0.00
Joseph Keller, Security Guard	0.00	300.00	300.00	0.00
Richard Ieyoub, Attorney	16,581.25	0.00	0.00	0.00
Sheri Morris, Attorney		47,369.79	47,369.79	0.00
<b>TOTAL</b>	161,750.75	121,438.08	121,438.08	0.00

List all contracts for \$2,500 or greater. Indicate number only and total amount of contracts less than \$2,500.

\* Current year should reflect most recent estimate of annual revenues/expenditures for the fiscal year in which you are presently operating.



## SCHEDULE OF ACQUISITIONS &amp; MAJOR REPAIRS

Description	7/1/07-6/30/08 Prior Year Actual	7/1/08-6/30/09 Current Year Budgeted*	7/1/09-6/30/10 Projected Year Budgeted	Total Projected Year Over or Under Current Year	Dollar Value of Current Inventory
<b>ACQUISITIONS:</b>					
Land and Buildings					
Bldgs. Grounds & Gen. Plant					
Automotive	0.00	0.00	34,000.00	34,000.00	
Office	0.00	0.00	0.00	0.00	
Educational					
Communications					
Other					
<b>TOTAL ACQUISITIONS</b>	0.00	0.00	34,000.00	34,000.00	
<b>MAJOR REPAIRS:</b>					
Land					
Buildings	36,920.00	0.00	0.00	0.00	
Machinery & Equipment:					
Automotive	0.00	0.00	0.00	0.00	
Bldgs., Grounds, & Gen. Plant					
Farm & Heavy Movable					
Household					
Medical					
Office					
Educational, Recreational, & Cultural					
Boats & Aircraft					
Communications					
<b>TOTAL MAJOR REPAIRS</b>	36,920.00	0.00	0.00	0.00	

NOTE: Attach explanation for any line item change of more than 10%.

- \* Current year should reflect most recent estimate of annual revenues/expenditures for the fiscal year in which you are presently operating.

SCHEDULE OF IN KIND ASSISTANCE

DESCRIPTION OF IN KIND ASSISTANCE	VALUE OF IN KIND ASSISTANCE*	<u>-</u> Prior Year Actual	<u>-</u> Current Year Budgeted**	<u>-</u> Projected Year Budgeted
N/A				

\* Indicate a schedule of the rates used to determine the value of In Kind Assistance. Show how these amounts are computed.  
\*\* Current year should reflect most recent estimate of annual revenues/expenditures for the fiscal year in which you are presently operating.